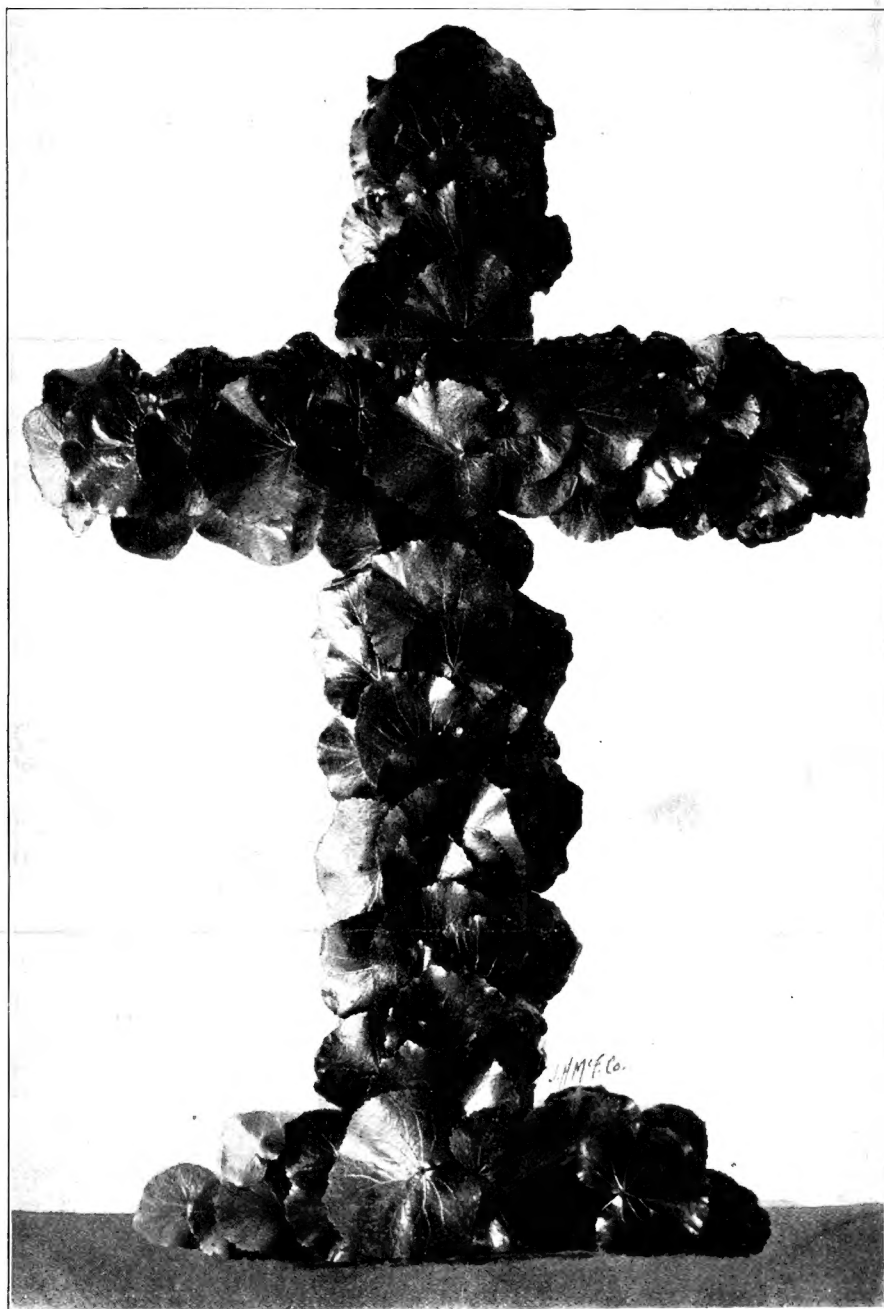


KELSEY'S *Beautiful Southern Green and Bronze*
GALAX LEAVES and LEUCOTHÖE SPRAYS



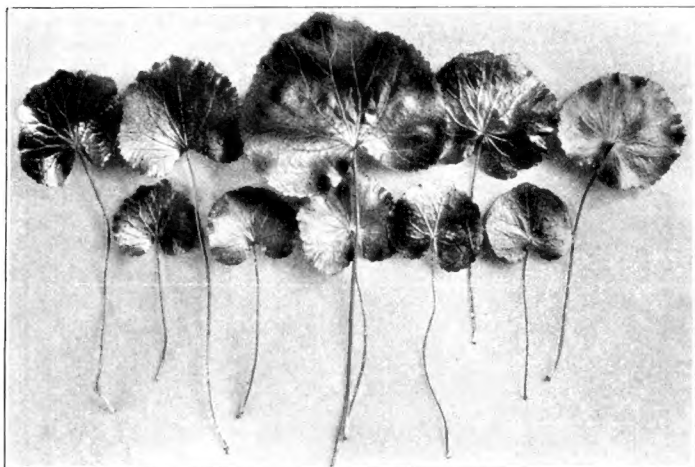
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CROSS MADE OF KELSEY'S BRONZE GALAX LEAVES. Photographed by J. Horace McFarland

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KELSEY'S BEAUTIFUL GREEN AND BRONZE SOUTHERN GALAX LEAVES

THE INTRODUCTION OF GALAX LEAVES. Galax Leaves were first introduced to the florists' trade in 1890 by Harlan P. Kelsey, Highlands Nursery, Kawana, North Carolina, and Boston, Mass. A large amount was spent in advertising, but at first the trade took to them slowly.



Green and Bronze Galax Leaves.

Enough to say that last season nearly thirty million were used in the United States and abroad.

GALAX vs. IVY.

Some florists can't give up Ivy leaves and use the cheaper and more effective Galax for the same reason that some people wear wooden shoes—they can't shake off old customs for new and better. Galax Leaves are highly colored, easier to make up, and cover three to five times more design than Ivy, owing to their shape and variation in size.

WHY GALAX IS SO POPULAR. Their brilliancy of coloring (bright green and rich bronze), unique shape, long, wiry, pliant stems and cheapness have combined to make them the most popular evergreen decorative now used by florists the year round.

KEEPING QUALITIES. The lasting qualities of Galax are remarkable, the leaves keeping indefinitely in cold storage, or all winter and into late spring, merely stored in a cool cellar, and used out of the original cases we ship in.

PACKED IN ORIGINAL CASES. Our method of packing, which is unique and exclusive, saves our customers all rehandling. (See Schedule of Cases page 3.) The boxes are neat and light.

EACH SIZE AND COLOR SEPARATE. We tie in bunches of twenty-five leaves (full count), each color and size separate—green and bronze, large and small, thus saving the florist all labor of sorting. Cases usually contain from 5,000 to 10,000 Galax each. Galax weighs, packed, from four to eight pounds per thousand, according to size of leaves and number in case.

USES FOR KELSEY'S GALAX LEAVES. The uses to which Galax can be put are too many to enumerate. They can always take the place of ivy leaves. The handsomest, cheapest and most effective crosses, anchors, wreaths, and other set pieces are now made of Galax Leaves with Leucothoë Sprays often forming a base.

FOR THE CEMETERY. In winter these pieces last indefinitely in the cemetery, the snow and frost improving rather than injuring them. Galax



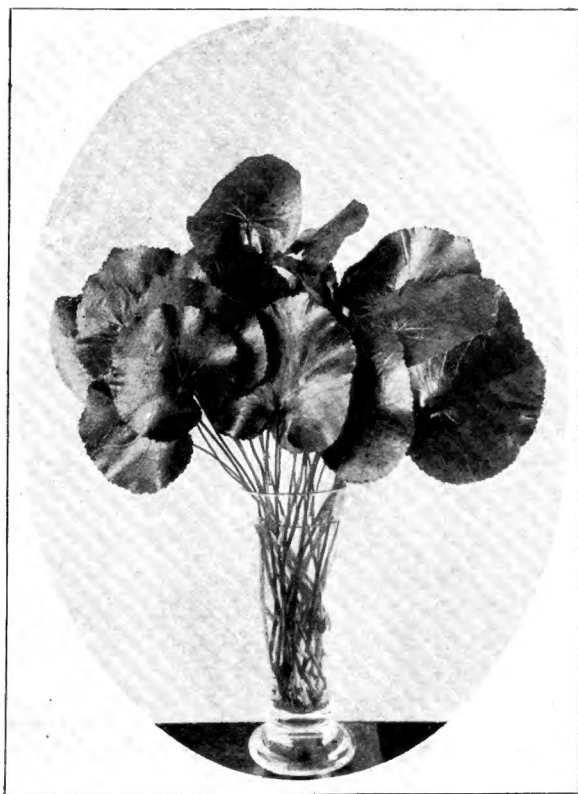
Bunched with Violets.

can be used for an infinite variety of work inside, both loose and made up, and their brilliant colors and different sizes offer material for unique and original decorations that will suggest themselves to the competent designer.

FOR VASES. Placed in vases they will last indefinitely if kept supplied with fresh water occasionally.

FOR VIOLETS. Boston alone now uses hundreds of thousands of small green Galax annually for bunching with violets. The firm leaves and stiff stems are peculiarly suitable for this purpose, as they hold up the violets perfectly, which the violet leaves do not do. If you are looking for sales you must use them.

HOW WE KEEP GALAX. For the benefit of our customers we keep a large quantity of the finest leaves in cold storage, and supply perfect stock the year round. On large orders we reserve the right to ship direct from our Nurseries in North Carolina, or where quick delivery is assisted. We usually have from three to five million leaves ready to ship on instant notice.

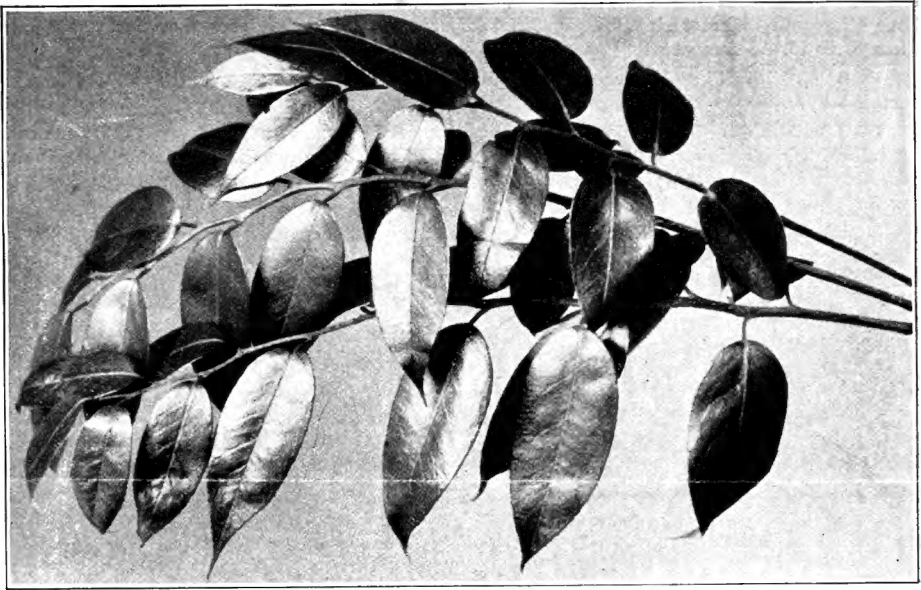


Loose arrangement of Galax, showing long, stiff stems.

ORIGINAL CASES. Leaves and Leucothoë Sprays are packed by us in original cases lettered as below. It is cheaper to buy a full case and use as desired. Store in a cool place or ice chest.

Case A. 5,000 Galax, assorted, green and bronze, large and small.
Case B. 5,000 Galax, with 200 Leucothoë Sprays.
Case DD. 5,000 bronze Galax, assorted sizes.
Case D. 5,000 large bronze Galax.
Case E. 5,000 small bronze Galax.
Case F. 10,000 large bronze Galax.
Case G. 10,000 small bronze Galax.
Case H. 5,000 large green Galax.

Case I. 5,000 small green Galax.
Case J. 10,000 large green Galax.
Case K. 10,000 small green Galax.
Case L. 500 Leucothoë Sprays.
Case M. 1,000 Leucothoë Sprays.
Case N. 10,000 bronze Galax, assorted sizes.
Case O. 10,000 green Galax, assorted sizes.
Case Y. 100 Leucothoë Sprays.
Case Z. 1,000 assorted Galax.



Photograph of Leucothoe Sprays.

KELSEY'S LEUCOTHOË SPRAYS

This, the most graceful of all **decorative evergreens**, was introduced by us in 1895. **Brilliant deep green** sprays 1 to 2 feet long. The cut gives a good idea of what it is—a better way is to order a sample Case A, and use some.

QUALITY AND QUANTITY vs. PRICE. Don't confound **Kelsey's beautiful Southern Galax Leaves and Leucothoe Sprays** with the culls and trash offered by imitators—we introduced Galax to the florists' trade, and our standard has improved instead of deteriorating. We have customers of many years' standing who buy from us each season and pay a fair price for the best leaves, rather than try to use the cheap stuff offered so freely elsewhere. We don't claim to have the lowest prices, but we do have the **best leaves, best packing, and best facilities** for prompt shipping.

CHRISTMAS AND HOLIDAY ORDERS. When ordering for the Holidays please do so as early as possible. Many are disappointed by not getting stock in time, when a little foresight would have made everybody happy.

We try to please all, but, of course, can't do it. Just complaints are desired, and we are always found ready to rectify any error on our part.

FREIGHT OR EXPRESS. Always state how to ship. In the absence of instructions we use our best judgment, but cannot be responsible in any instance after the goods are delivered to forwarding agents.

TELEGRAPH. Telegraph your orders when in a hurry—it saves time.

PRICES. We issue a list from time to time, giving current prices, which are liable to change without notice. Write for it. Lowest possible cost for best goods is our standard.

SAVE DELAY. Always address our Boston office and save delay.

HARLAN P. KELSEY

Proprietor **HIGHLANDS NURSERIES**
HARDY AMERICAN PLANTS
Western North Carolina

Tremont Building

BOSTON, MASS.